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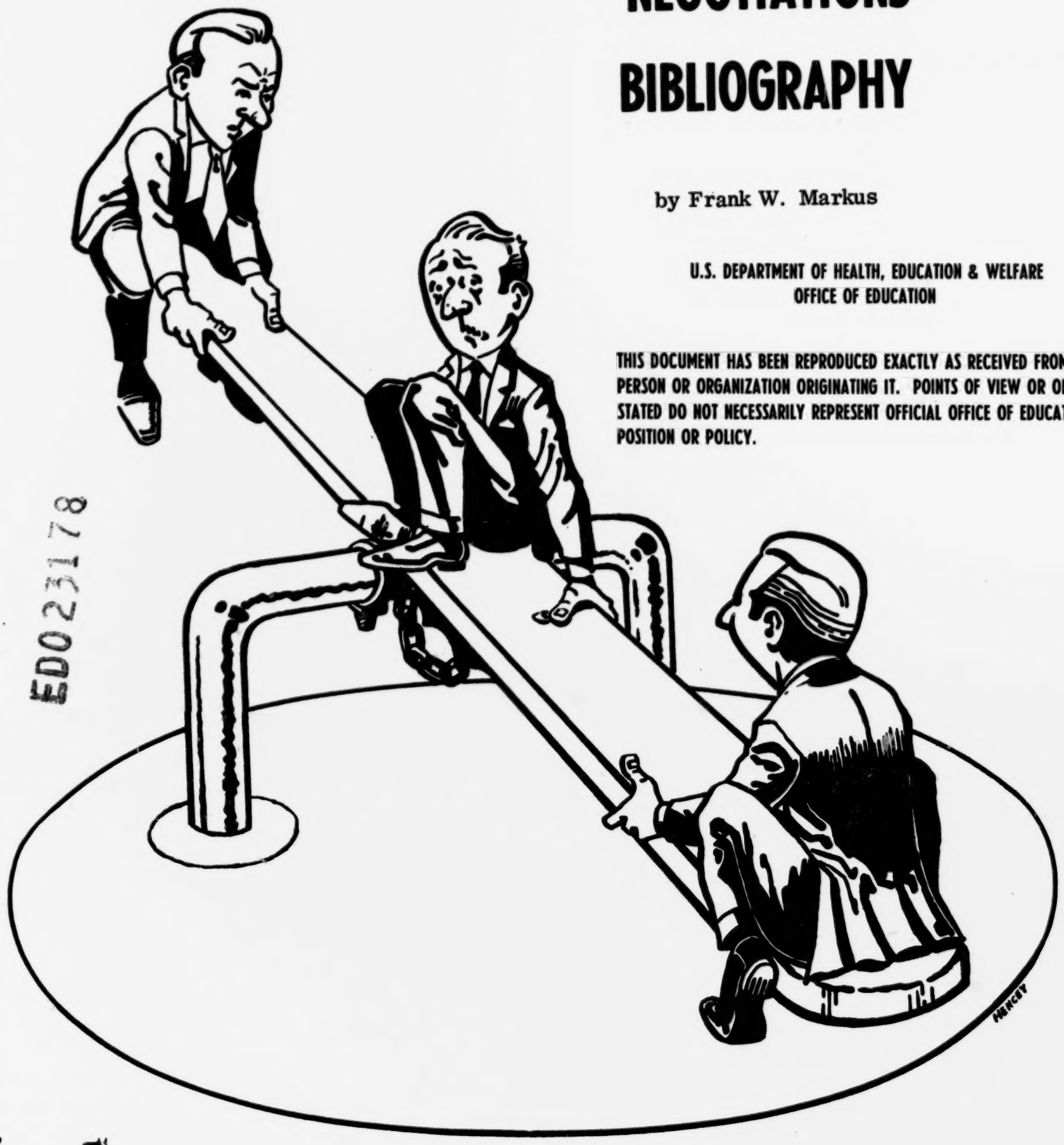

by Frank W. Markus

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Metropolitan School Study Group of Greater Kansas City
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PREFACE

Negotiation is a process of resolving differences between individuals and groups that is probably as old as civilization itself. As civilization became more sophisticated, particularly during the twentieth century, the process of negotiation became more sophisticated, formalized, and widespread.

The cartoon on the cover aptly illustrates the present dilemma of negotiations. Several parties, not necessarily of equal strength, are vying for "their fair share of consideration" and often times a third group or individual is "caught" in the middle of the conflict. The contesting parties may be described as: labor and management, government and public employees, school boards and teachers organizations. The individual(s) or group(s) caught in the middle may include any one or more of the following: arbitrators, mediators, consumers, clients, Superintendents, Principals, citizens and children.

Although Education has only recently become involved in negotiations, there is already an extensive array of literature pertinent to the subject and its attendant issues. This bibliography has been compiled to provide a resource for people concerned and involved in negotiation. The citations have been taken from indices, other bibliographies, and from original sources. The journal article and pamphlet sections have been arranged by the journals or the pamphlet organizations themselves. Thus it is possible to find information on negotiations in a rather small group of sources readily available to the individual reader.

This bibliography may serve as a useful starting point for some of the above groups and individuals as they attempt to successfully resolve conflict through the process of negotiations.

I am especially indebted to Dr. Calvin E. Gross and Dr. Edwin R. Bailey of the University of Missouri - Kansas City, School of Education, who encouraged and supported this project. The secretarial and research assistance provided by Lois Hoover, Jerry Clavner, and Charles West is greatly appreciated. Finally, Dr. Wayne Fick and the Metropolitan School Study Group must be acknowledged for their support and publication of this bibliography.

Frank W. Markus

Additional copies (at 50¢ each, postpaid) may be obtained by writing Professor Edwin Bailey, Executive Secretary, (MSSG) School of Education, University of Missouri at Kansas City.

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